Narrow Ruled Eye Ease® Paper

Single Subject

Dennison Stationery Products Co., Framingham, MA 01701-9349

33-608

80 Sheets/10 x 8

GCB ICAO

Margery's notes

Note to Webb. (adopted all A

~~Lithuania release~~ ✓

Forbes

DERO. ~~Bede memo.~~ ✓

~~ICAO.~~

~~Japan situation~~

~~Hermitage~~

~~Argentina Kraus~~

~~French Dir. Customs Thai Y staff.~~

Jean Luc Mechola

Directory Customs

Ministry of Economics and Finance

alcohol and tobacco

police, sport

Trade, state ⇔ state

Canada; how we handle trade

Susan Spencer 202 898 0950

others	AnAis DOC BATF Trade (FT) Congress Tobacco Reporter

Zimbabwe, Harare Nov. 15-19

Dr Derek Yach chair

All Africa Conference on Tobacco Control

Sponsors CDC

& WISH

Regional office for Africa for WHO,

Tobacco Action Group of South Africa

Medical Research Council of "

$100,000 budget

discussion of Bacon, Oldman

~~Hermitage~~
~~PMM - Baliles~~
~~conservation to Hermitage / Mariinsky museum gets exhibit~~
~~April exploratory mtg in St Pete.~~

V. Slims Japan

"V. Slims Collection '53"
no clothing!
JT objects a violation of Ad&P code
no limit on advert for sales promotions

Print ads in womens mags (prohibited)
JT mtg 3/17 wed
TV ads 4/15 ⇛
Promo 5/12-15
[illegible] 6/6-8

- GAO
- PM JT rels.
- marketing environ
Wash.

JT { Castor Bevel
Sometime

Both PM and JT use direct mail of women.

ad code - does prohibit women smoking but NOT advertising to women
promotions ~~code~~ does prohibit advertising!

Belgium -

Dutch ~~say~~ oppose ad ban on grounds there is no relation between advert & consumption. Can't appear to oppose health priorities however. Thus they may sanction tax increase.

e.g. health objectives as criteria for evaluating tax increases.

~~Henk van Roode~~
~~May 17 President's Ball 25-30~~
~~Hobbie will go over Thursday night.~~

ICAO objective:

- establish grounds that smoking does not pose a safety threat and take the issue out of ANC/ICAO on jurisdictional grounds
- generate concern that smoking ban might pose safety issue (clandestine)
- use adoption of 1 & 2 with national bodies

i.e. Never been a safety issue
Don't want to create issue ~~against~~ by introducing a non-technical issue

Rye Ridge
Tommy 939-8666

~~Tolvint = Libertad~~

Marc Stevenson – 3/15 said Min. of ~~[illegible]~~ Trade
has suggested already that POS may not
be "adult" in media indicates willingness to
talk – no scenes ~~print~~ of outdoor POS. ([illegible] Minkoff)
Pressing to get Slovakia to ~~open~~ Reemtsma
contacting Min of H. Key [Slovakia Int'l Tobacco]

~~Cz~~ Czech had a ban at national level. (PM) Czech

prior to act there was a ban on "promoting"
tobacco products. Act tightened the language

Act said "tobacco advertising"

Barry Holt
- Russia press center
- Public news
- Grenoble
- dept. intro.

~~Breaks~~
~~Hoses~~
~~Oil muddy~~
~~Two new treads~~

RS ~~Contributions~~
~~– management authorization~~

~~Dems pushing for tax as major recommendation on tobacco. tax~~

~~TEMC — May 18.~~

GW CECCM mtg March 31 – Airline Smoking.

~~GWU May 11 Int'l Lawyers – AFEO~~

Holt mtg

~~1. Food mgmt mtgs in Europe.~~
~~2. Kramer for Tobacco acquisitions.~~
DIG → ~~3. DIG – Ruth's role in communications.~~
(OD) ~~– [illegible]~~
~~trends~~

Margery Kraus
- Don Barker – policy group.
- Arthur Hartman
- Mitch Willy.
- (SMS) Tim Lowenstein (Lux. Amb.)

(Oscar) → Margery Krauss & Crisis Communication.

(EBRD)

→ HD mtg — Dietrich

~~Next John McGillicuddy~~
~~Chemical Bank~~

O7A

Q.1 what ~~does~~ the code say.

⇒ movies / TV "when it is permitted"

Q.2 appeal to minors?

⇒ how do we know "it appeal to minors"

Q. why is RJR into code now?

~~[illegible]~~

document made it possible to formalizing the principle and policies that we have long communicated . . . .

why not into earlier.

we have always adhered

(RS) → Gevalia direct mail, solicitations

→ Art Truppman runs direct mail program allied. → Ask y n Swede 56,000 this ~46%

Junior committee, cocktails

→ Noel Noy – concession application letter for their Raisbor deal asking for Noy parties

→ Mark Rolli – pass

how much Gevalia do we ship via direct mail in USA

WAI campaign
- Ecuador – kids mimicking adults behavior
  no kids imitating [illegible] subliminal message
- New ads talking to parents

Spenser
FAX 202-842-0880
10-3 Phyllis J. McKesson
804 ~~294~~ 2827
9-10 Maxwell
10:30 – 11:30 BATF
12:00 – 4:30 ~~[illegible]~~ 4:30

BATF 400 North 8th St. corner of Marshall
and a block from Broad.

Reif
Ritter.
Ruth Dempsey

Pages ← media firms

Rupp

OD – stories for Barry

otb – Tom ← Dermott ⇄ D'amandotto

SP → Fuller instead of

Canadian

Canada Gazette publ. Friday p.m. @ 2:00
"gazetting" 30 day clock

Min. Natl [illegible] of influence Ottawa

ETMC [illegible] press release agreed to @ 1:45

No health pack message
because packaging law requires ~~ST~~ 50/50
French/English anyway [illegible] added

Surface occupancy
current 20% = message + border
new 25% + 3-4mm border } = 1/3 on a long-sided.

Property rights (trademarks) are not protected in the Constitution
"expropriation w/out compensation"

more contraband
the more unattractive a pack the
more inducement for smuggling

~~Borelli to Japan → Pages~~
OERD ~~Canada study support.~~
~~Scottish speech~~
Forbes / ~~New Yorker~~.
~~New Yorker~~
LA Campaign mtg
ICAO
~~Steins in Japan~~
LA youth campaign

~~CLE presentation material.~~
~~Contributions committee~~
~~MI code.~~
~~CLE Org.~~
~~ECB~~ - AVST.
Union initiative

(RS) - Tonnage of Cardiac in U.S. / Sweden
just a proportion

- Video → ~~show a commercial of Marlboro~~
~~as woman's cig~~
~~1st brand~~

MAP goals

GCB → RJR/B&W
NO lbls on packs

Parrish ← Hoglton & Japanese studies
how to use
U.S. Germany (H. Reif)
U.K. Asia

RIAS - Regulatory ~~EA~~ Impact Assessment
Study,

media path work up

→ getting studies

no add'l input until Thursday mtg.

int'l implications

Blatch 238-1000

Aust. Phil not pleased w/ O. Davies
Harvey covering Vict/ Queensland

Davies 61-3-657-1237

~~Marion - 203-847-6713~~ for car sales.

ILO - Kevin Cornacchia 3/23
Dr. Coppee (M.D.) - health hygienist.
- he has tried to get a study on smoking in the workplace into the ILO budget
- been turned down @ dept. staff level for two years.

Coppee is in Safety and Health Branch in the Conditions of Work Department.

(not the same person who gave Kevin the bibliography)

No push from the trade unions. Employers groups also not pushing.

ILO has segregated areas.

AUST John Nettey Davies

Kennett has letter from Courtts saying why backoff from mos. Kennett will write to Collett and Arvey will ask Bertrand to call Courtts.

ROC Whitfield
Miller
Jim Everson - (ex Yutter } HR see Don

~~8 people benefit.~~

CECCM Board approved Lopere going to Scandanavia

Annual Report
cigarettes

Asia March 2 – industry ETS meeting
well attended
Rupp presented budget, problems
≈$279,000 short =
+ carry over from '92
+ expenditures since 1/93
largely related to Japan conference
+ other over budget expenses.
RTI now joining and they and all others
[illegible] getting nervous if they find out

(Japan conference actually cost $240 not $120

– Don wants to keep programs stable and moving forward
– adjust pay areas and do so between PM & C&B ONLY
– install a budgeting process to prevent repetition

① we are adjusting C&B '93 budget & [illegible]

1993		
1/93 $376.3	PM	$126,300 from NY (225 PMAI) 25 PMKK (only 120 to symp.)
320	JT	
~~275~~ 100	~~[illegible]~~ B&W /BATL	
100	RTI	
200	RJR	

Fin items
Central
Fees/GEA
Product programs
Japan.

Don 852 812 7607

Forsey

Stockholm
May 1/Ap 30 worldwide tobacco workers will meet in conjunction ~~[illegible]~~ with the IUF (Food and Allied Trades) Int'l Union ~~[illegible]~~ Food and Allied Workers and the European Comm of Food, Caterers and Allied Workers (EC subgroup).

(ECF)

IUF plenary meets in Stockholm end April/May.

Geneva meet to discuss our public affairs issues and got agt that tobacco workers would be preserved at the meeting.

Geneva mtg served to assure IUF Directorate imprimatur for US domestic BCT and to ensure distance from any transnational collective bargaining issues.

Rove has been invited to Germany after the Stockholm mtg.

also in Geneva, discussion of Monopoly unions Blanca (Bianca) ~~of~~ Urunela of EC sub group. Interested in EC monopolies.
April 14 mtg to discuss prospects for monopolies.
+ Seville

while in Geneva Benny Schantz had to go to Seville of Germany of the IUFs

After leaving Geneva because of concerns over low attendance in Seville, sent a paper to add to agenda issue related to transnational firms in Eastern Europe

and want Bobby Curtis, head of Labor Agent Committee and head of tobacco sector, to attend.

Seville gives us chance to table our paper which will be presented in Stockholm.

In Stock, Rene will explain why the U.S. experience has been effective, and why tobacco workers should unite to protect jobs.

~~Curtis will~~

There are 3 problems Bobby Curtis will say in Seville
- consolidation of industry & fate of mergers.
- dominance of private ind.
- worldwide threat to tobacco industry

Rene will build on Curtis remarks in Stockholm.

messages
- volume
- price value

(DWB) Turner, Clive. ETS
Wing - Howe.
Child
Geoff Bara

~~(HP) Thursday Bertrand to see Court~~
~~Court "give soft" or liberal comments~~
~~and seek support~~
~~Once wk on line, Kennett will~~
~~get OA on [illegible]~~

~~Vietnam Minister of Light Industry. → WHW~~
~~Agri. Vice Minister → HP~~
~~PMs agri. advisor~~

Vietnam We are setting up a representative office in Viet.
40 US Cos.

American Turkish Society $500
→ U.S.-Turkish $5,000 cancelled AGM Atlanta
Ali Sebanci Feb 8
Maryann Bloch 2024635489 memo to SV
APCO 202-778-1000
Schedule OERD mtg w/ Staff/mem
AG - list of issues for May mtg.

[illegible] 3/26 Constitutional (lawyer
- appeal on TPCA ← 4-6 weeks from date [illegible] was sought ~~2~~ 2WKS ago
once the appeals concluded
- Stay of new regs. →
- reply to proposed regs on its assumptions
need to comply w/ legal regs. & not let our [illegible] strategy.

to request the court to help must prove all other alternatives have been exhausted. Target is April 19. Carew 4 19th

Case of govt contact [illegible]

economic impact
enviro impact
research. findings
misestimates of costs
} RIAS { trying to use "Access to Information Act" to get the studies referenced in RIAS

unable comment to media
worry of talking to Ottawa
} Lee to push

Minister has the authority and so does the staff

Relief sought on timing ← but to talk on timing means we're willing to negotiate.

New Head's Conservative on June 10. Current [illegible] would leave office then and June 1.

→ Efficacy warnings [illegible] by [illegible].
[illegible] program in school on smoking

PRC AIG since 1919 in PRC
close political connections
Today I can sell
- personal liability
- commercial accident
- back up letters of credit

Greenberg wants to help PRC get MFN.
Clinton wants MFN w/ conditions
PRC Ambassador Wen very capable, but has poor health, old.
① He knows PRC needs help in responding to what Warren Christopher will offer on MFN. →
② I.d. new generation of leaders; sons and daughters of todays old guard.

CAP → Meet of Ambassadors < Craig [illegible] CSIS
→ China newsletters
May June
→ NewMeyer

→ Hans Fluri — of IEMC study pop.
WB send Hans Fluri tax Canada packet.

WHO 498972470 Ulrich Buckens 49-021-9322141
APCO 202-778-1000
Jan 813 34095137

Welcome
[illegible]   Dept. effort
Feedback
Comment your personal experience
    generic / general

TOO
NOT ^ U.S.A.

intro DD.

MW Changing issues

VIETNAM
sanctions
claims / blocked funds

John Webb -
- WA moving forward
- SA
- Victoria losing momentum

Bud Brown
no assurance that WA will shelve
SA wobbling leg.
VICT opposed duty   NT
Queens. top à la Canada
ACT follow me DG
NSW / Tas hung.

Tony will call Phil.

Japan - Original draft is terrible
- PM (eg 2nd/B&W) asked Rygg to draft; Jan has it and so does
- Wed. Jan asked Rygg by [illegible]
- OG/TC told Bill Telling
- Telling told Ikeda new complete version agreed to by U.S. co.
- Ikeda accused PM of manipulating process
- ~~[illegible]~~ → TC willing to amend Rygg text to make it more Japanese
- Denny see TC @ 5:30. Ikeda has come to see him.
OSD resentment on "American" text, ~~US~~ on problem TT going to NYO.
Ikeda threatened to put [illegible] to Board
- OSD acquiesced to Ikeda
- Friday → ~~Jan sends Rygg to~~ ME goes to PM w/ Jan's comments.
- Our comments due by Wed. @ 5-11

RTR Lack of support of regional program e.g. Mid East Voluntary Code.

Malaysia Trademark Diversification advertising permitted but represents an exposure in PR and we'll see a direct ad ban.
⇒ we have kept product divers. while our competitors do not!

avies Jim WA Peter Alexander & Phil [illegible]
[illegible] of health and regulating

① Stop regulating of ministry (amendments)
② Get people to pressure Courts to get Health
~~③~~ then to drop
③ Get Courts to write to Kennett to withdraw
④ Then

→ start as a [illegible] of

hilips – Gordon Black – large retail chain
request for 50,033
1992-93 $12.5 per year × 2

Human rights/free speech

OERD → a.m. waiting for his response

~~61 2 66535817~~

① Because installment to a related party
① Tax I.d. # 060810020
② No second disposition of property. NP
[illegible] alleged just convert to 07 cas.
stock
③ 358 11/24/77
340 5/22/75
20 6/15/78
} 600 need dates
318

212-907-5464

8

~~Joann Polanova 718-894-1861~~ 11:00

~~⇒ Whistler for Israel & Beggs~~
~~[illegible] seeing~~
~~daughter near~~
~~Incl Davies issue module~~

~~IAA - Letter direct to Taiwan~~
~~- Meeting w/ USTR.~~

Canada - ~~Text is problematic to Niagara and~~ RBH.
both style & substance.

Bob Carrew 416 369-7247

Vietnam
- Caterpillar
- Helmets
- boycotts

Bill Beddow 202-879-3050

Jordan / one man show
Feltenberger

→ "Validated License" from Office of Foreign Assets Control

202-637 – 1588

Vietnam – U.S.
- San Jose – CA
- Port Arthur/Dallas/Houston – TX
- Falls Church MD

- ~~Nikki Ward 202-429-3575~~
- ~~Paragon 620-2820~~
- ~~[illegible] 233-7338~~

(EC) Webb – CECCM paper ← Hal Kapustin's paper on it.

draft

- ETS science

~~Nancy Rotenier 212-620-1837~~

~~TDC publishing [illegible] paper~~

~~Message Points April 30.. in London~~

Kee – ~~Vietnam~~
– ~~Canada~~
Roudikon Prune

1. ~~Increased share of U.S. brands,~~
~~not necessarily something~~

David Philips – 4/2/93
5 yrs in DC.
advocates by Dalai Lama
targets of communism are now in Parlia
Tibetans
→ Interparliamentary Human Rights Network.

Russian → news stories.

DERD Vietnam
WHO
ILO

Dillard/ Well Rep. Tom Craddick 512-463-0500
Distributorship abroad, Soviet

Key issues
- Teamwork
- Leadership
- Mgng Diversity

Clare

① ~~waiting for me to talk to Rapp~~
② ~~Feel awkward approaching Stig~~
~~→ wants analogies~~
③ 4/16 mtg - Clare did ask people
AO - ~~a USA AMF (Asia/[illegible])~~
~~EEMA LA~~
~~w/ [illegible] → 2 days~~
~~(don't deal w/out Stig)~~
④ ~~internal [illegible] brochure~~

MCN
① ~~what do we/PMI do.~~
② Clare's role
③ [illegible] for Stig - special meetings are a problem.
→ what to do w/ "[illegible]" brochure.
④ ~~Video → don't ask Tom,~~
~~wants master from Frisch~~
⑤ ~~Consultants program definition~~
⑥ MUST call us for info not Clare.

Tom McCardle - Investors Bus. Daily.
story on PM Int'l
willing to see if

Int'l - No automatic applications to our internationals
- [illegible]

Terry Goff (Bill Bedelow) 202-879-3054.
~~Caterpillar – less susceptible because their clients are businesses and therefore they are available to be public~~

Tim Elder – (309-675-5248) Peoria.

JT Symposium – Friday, April 2
Closed to invitees only

~~[illegible]~~
Satoh - VP Corp. Affairs / Nishimura's boss
Ikeda
Kasuga - JT's consultant, chaired.

James Tonge (B&W) ok as spokesperson?
Media features
JBH Strg
JEMC mtg – other PM
workplace policy
Anne's review Mactowe
AG/LA presentation
LA youth campaign review

IRF – April 20 Kathy Smith invited to observe
Shokhin
Kirkpatrick
① Kathy Smith participation
② 4/6 K ~~[illegible]~~ "IRF Paper" 8 pages) PM salutes
what makes a paper light) democracy
③ Women's advisory Board –
– business women from all over to Novgorod Oct
– on invite PM people & present on investors 7,000

Berman

~~DERD~~ - Unions
- '87 vs '88 report

TIOJ - Change law are withdrawn but don't ... competition)
- Pyms status - when do we hit TV
- How to deal w/ media

- APACT

WB - US/Canada
→ Can we assemble presentation on contributions for public policy people.
→ Present at Williamsburg.

→ Mexico
Italy.
Taiwan.

Fraudulent Offers.
Counterfeit.
~~tom~~ Smuggling.
Contraband
OTP

↳ Video ✓

Roger Ailes

- ~~Trade is good for Vietnam.~~
~~following USC policy.~~

~~WHO - A.R.D~~

→ John McDonald / Broen

Taiwan → Broch 4 mtgs
draft strategy paper, revised 4/9
- position paper   link to GATT.
- lobby plan
- USTR "
- media plan

~~[illegible]~~ PM/RJR letter to USTR via AIT (Don/Owen/
↳ stronger measures to prevent contra...
& ask to include in GATT.

GATT round April 13/14

Broch group will get letter to Ding Mao Hwang.

Ding Mao Huang contracted w/ Broch to develop paper on U.S. attitudes toward Taiwan entering the GATT.

Dons send letter to USTR

ITC

Policy on international warning labels
↳ ~~[illegible]~~ Wilfrid Denbach
49-221-1646316

CLF
Mer-W { new U.S. youth campaign.

Cesar ① Pursue campaign in LA & elsewhere
② In order to do as convincing a job ~~[illegible]~~ as possible must direct to both parents and children,

ILO Bobby Kaylor
Unions
Viet plan — study
~~Generics~~
OERD ~~Youth Campaign~~ –

~~GOB money~~
Var Napoleone legal card
AO ETS Coalition Krause
Bacon ref TDC Code presentation
HP for T. advisor.
Pat 2RF – budget – Campaign
– ICAO.

AO BAA plan – corporate advertisers leadership group to develop program and strengthen membership in national chapters.

TIOJ Have Ikeda answer for Japan and defer others to companies,

Is Ikeda the right person.
If he speaks, he speaks for PM

Media Training.
mw send Ikeda IEMC papers (3)

Vietnam Bob Allen · AT&T
~~Tim Elder~~ Caterpiller.
Ken Ross – Pepsi (Shirley) 914 767 6894
Dick Detweiler " " 253 2725

~~86773~~
875 1860

RF Youth
IHA.
Workplace

mw David Bacon

OSD Goto / Houri (mitsui)
Kondo (HP)
staff w/ personnel / CA structure
PM identity / board
MOF issues
- APACT Japan/ex-Japan
- Slims

JT wants [illegible] to handle

~~if JT tells Skale to stick to the drill then he will do it and we might be comfortable~~

~~? when got title.~~

~~position paper?~~

OO dist Mills Change speech rename BFI

~~get Bream to hold onto those guys~~

MW ~~internal issues person for PMKK~~

PVB Hearings By Mail 212-477-4430
PVB
P.O. BOX 2070
Peck Slip Stn 10272

~~Abbco 212-662-5770~~

Issue/cell mgmt

RJR - non Jap. question reprised outside Japan.
- Ikeda should respond to Q/A; accept by Ikeda
- JT instruct media/feature article.

~~OH - how to address~~
~~- Asia Soc~~
~~DERO - mtg review~~
~~- Jap review~~
~~- media mgmt Bos Wk vs. regular (pitch)~~
~~CLP - FPA (LA/PMCI/KGTA/PMI)~~

DSO: ask JT if they have reserved 20+.
- Jan

for highlight

TDC - infodoc memo.

~~Dept.~~ Organization structure
~~name~~
~~JT~~
~~mission~~

OD Panorama – ~~April~~ May 10 ✓

- CTR
- Sarokin
- like 20/20

Stories in London

~~DO Notice to Reg not to talk to BW~~

202 692-2439 Zastrau, W. South Africa – UN consultt.

report from Embassy in Spain reporting that PM in [illegible] getting a foothold in Southern Africa.

political officer

~~Vietnam oppty April & probably in June~~

MW Latin America

emphasis. Tax person from [illegible] a segway ~~for~~ into Phil Gamburren's presentation on taxes.

OSD - ~~long term marketing strategy w/ Heirstein~~

- ~~APPGT~~
- ~~Mgmt issues / staff.~~
-

~~Davies & audit study~~

OERD - self-justification (you're right but put yourself in my position)

- ICAO is good example & D. Burke my consult.
  my initiative
  my contract but OT3's hit

~~Canada. I will approve [illegible] RBH~~
~~regulators' documentation for Helvetfarm~~
~~Access to Info filing, slow.~~
~~fue ~~my up~~~~
~~not ~~appr~~ formally.~~

~~suppliers spoke to govt city [illegible]~~
~~targets : job losses.~~